



Exporter Questionnaire

Case number: 540 and 541

Product: Aluminium extrusions

From: Malaysia

Investigation period: 1 January 2019 – 31 December 2019 (the period)

Response due by: Wednesday 4 ~~April~~ 20 May 2020

Return completed questionnaire to:
investigations3@adcommission.gov.au

Anti-Dumping Commission website: www.adcommission.gov.au

TABLE OF CONTENTS

TABLE OF CONTENTS	2
INSTRUCTIONS	3
CHECKLIST	6
GOODS UNDER CONSIDERATION (GUC)	7
MODEL CONTROL CODE	9
SECTION A COMPANY INFORMATION	10
A-1 COMPANY REPRESENTATIVE AND LOCATION	10
A-2 COMPANY INFORMATION	10
A-3 GENERAL ACCOUNTING INFORMATION	12
A-4 FINANCIAL DOCUMENTS	13
SECTION B EXPORT SALES TO AUSTRALIA	14
B-1 AUSTRALIAN EXPORT SALES PROCESS	14
B-2 AUSTRALIAN SALES LISTING	17
B-3 SAMPLE EXPORT DOCUMENTS	18
B-4 RECONCILIATION OF SALES TO FINANCIAL ACCOUNTS	19
B-5 RECONCILIATION OF DIRECT SELLING EXPENSES TO FINANCIAL ACCOUNTS	19
SECTION C EXPORTED GOODS & LIKE GOODS	20
C-1 MODELS EXPORTED TO AUSTRALIA	20
C-2 MODELS SOLD IN THE DOMESTIC MARKET	20
C-3 INTERNAL PRODUCT CODES	21
SECTION D DOMESTIC SALES	22
D-1 DOMESTIC SALES PROCESS	22
D-2 DOMESTIC SALES LISTING	23
D-3 SAMPLE DOMESTIC SALES DOCUMENTS	24
D-4 RECONCILIATION OF SALES TO FINANCIAL ACCOUNTS	24
SECTION E DUE ALLOWANCE	25
E-1 CREDIT EXPENSE	25
E-2 PACKAGING	26
E-3 DELIVERY	27
E-4 OTHER DIRECT SELLING EXPENSES	28
E-5 OTHER ADJUSTMENT CLAIMS	29
SECTION F THIRD COUNTRY SALES	30
F-1 THIRD COUNTRY SALES PROCESS	30
F-2 THIRD COUNTRY SALES LISTING	30
F-3 DIFFERENCES IN SALES TO THIRD COUNTRIES	30
SECTION G COST TO MAKE AND SELL	31
G-1. PRODUCTION PROCESS	31
G-2. COST ACCOUNTING PRACTICES	32
G-3 COST TO MAKE ON DOMESTIC MARKET	34
G-4 SELLING, GENERAL & ADMINISTRATION EXPENSES	34
G-5 COST TO MAKE THE GOODS EXPORTED TO AUSTRALIA	34
G-6 COST ALLOCATION METHODOLOGY	35
G-7 MAJOR RAW MATERIAL COSTS	36
G-8 RECONCILIATION OF COST TO MAKE TO AUDITED FINANCIAL STATEMENTS	37
G-9 CAPACITY UTILISATION	38
EXPORTER'S DECLARATION	39
APPENDIX GLOSSARY OF TERMS	40

INSTRUCTIONS

Why you have been asked to fill out this questionnaire?

The Anti-Dumping Commission (the Commission) is conducting two investigations in relation to two separate applications seeking the imposition of anti-dumping measures on aluminium extrusions exported to Australia from Malaysia. The questionnaire has been developed in order to obtain information in relation to the following investigations;

- *Anti-Dumping Investigation No.540* (mill finished extrusions only)
- *Anti-Dumping Investigation No.541* (surface finished extrusions - excluding mill finish)¹

The Commission will use the information you provide to determine normal values and export prices over the investigation period (the period) in relation to each of the investigations listed above. This information will determine whether aluminium extrusions sinks are dumped.

IMPORTANT

By completing this questionnaire, please ensure that you indicate on the declaration page which investigation you are cooperating with.

If you do not manufacture the goods

If you play a role in the export of the goods but do not produce or manufacture the goods (for example, you are a trading company, broker, or vendor dealing in the goods), it is important that you forward a copy of this questionnaire to the relevant manufacturers and inform the Commission of the contact details for these manufacturers **immediately**.

The Commission will still require your company to complete this exporter questionnaire except Section G – Cost to make and sell.

What happens if you do not respond to this questionnaire?

You do not have to complete the questionnaire. However, if you do not respond, do not provide all of the information sought, do not provide information within a reasonable time period, or do not allow the Commission to verify the information, we may deem your company to be an uncooperative exporter. In that case the Commission must determine a dumping margin and a subsidy margin having regard to all relevant information.

Therefore, it is in your interest to provide a complete and accurate response to this exporter questionnaire, capable of verification.

Extension requests

If you require a longer period to complete your response to this exporter questionnaire, you must submit a request to the Commission, in writing, for an extension to the due date for all or part of the questionnaire. This request must be made prior to the due date. A request for extension will be rejected if received after the due date.

When considering the extension request, the Commission will have regard to:

- the Commission's responsibility to conduct the case in a timely and efficient manner;
- the reasons why you could not provide a response within the whole period and not only the period remaining between the request and the due date;
- ordinary business practices or commercial principles;
- the Commission's understanding of the relevant industry;
- previous correspondence and previous dealings with your company; and

¹ Anti-Dumping Notices No. 2020/18 and 2020/19 refer.

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- information provided by other interested parties.

More information on extensions can be found in the *Customs (Extension of Time and Non-cooperation) Direction 2015* at <https://www.legislation.gov.au/Details/F2015L01736>.

You will be informed of the decision whether your request for an extension has been rejected, granted in full or granted in part. For example, you may be granted an extension to submit all sections except for Section A or you may be granted a shorter extension than you requested.

A summary of any requests and grants of extensions to submit a response to this exporter questionnaire will be published in the public record.

Submitting a response to the exporter questionnaire

Responses to the exporter questionnaire should be lodged by email listed on the cover page. In submitting the response to the exporter questionnaire, you must answer all questions, include all attachments and spreadsheets, and provide a non-confidential version of your response to this exporter questionnaire.

If your response to this exporter questionnaire contains major deficiencies that, in the Commissioner's view, cannot be quickly and easily rectified in a further response, then your company may be deemed as an uncooperative exporter.

Confidential and non-confidential responses

You are required to lodge a confidential version (for official use only) and a non-confidential version (for public record) of your response to this exporter questionnaire by the due date. Please ensure that *each page* of information you provide is clearly marked either "FOR OFFICIAL USE ONLY" or "PUBLIC RECORD".

All information provided to the Commission in confidence will be treated accordingly. The non-confidential version of your submission will be placed on the public record, and must contain sufficient detail to allow a reasonable understanding of the substance of the information, but does not breach confidentiality nor adversely affect those interests.

A person is not required to provide a summary for the public record if the Commission can be satisfied that no such summary can be given that would allow a reasonable understanding of the substance of the information.

All submissions are required to have a bracketed explanation of deleted or blacked out information for the non-confidential version of the submission. An example of a statement to accompany deleted/blacked out text is:

[Explanation of cost allocation through the divisions, by reference to machine hours or weight].

If such an explanation is not provided, the Commission may disregard the information in the submission. Where the public record version of your response to the exporter questionnaire does not contain sufficient detail, your company may be deemed to have significantly impeded the case and be deemed an uncooperative exporter.

Verification of the information that you supply

The Commission may wish to conduct a visit to your company to verify your questionnaire response for completeness, relevance and accuracy of the information to your company's records.

The verification visit is not meant to be a chance for you to provide new or additional information. The Commission expects your response to the questionnaire to be relevant, complete and accurate.

Any verification visit typically commences approximately 2 to 4 weeks after the due date of the response to the exporter questionnaire. To assist with planning of a verification visit, please contact the Commission as soon as possible for a potential verification date to be scheduled.

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Verification is usually conducted over 4 days. However, in complex cases, a verification visit may be scheduled over 5 days. A verification visit will include a detailed examination of your company's records and we will collect copies of relevant documents. The verification will require the participation of key staff, including your financial accountant, production manager and sales staff. A tour of the manufacturing facility may also be required during the verification visit.

Note that the Commission may disregard any data or information that is not verified, including new or additional information provided after the verification visit.

A report will be prepared following the verification visit, which details the outcomes of the visit. This report will be placed on the public record and may include the publication of the preliminarily-assessed dumping margin and subsidy margin. The Commission considers that the dumping margin is not confidential information, but rather an aggregate figure derived from confidential data.

You will be provided with an opportunity to comment on the accuracy and confidentiality of the verification report prior to its publication on the public record.

The Commission may elect to undertake an alternative verification methodology than an on-site verification to satisfy itself of the completeness, relevance and accuracy of the data.

For information on the Commission's verification procedures, refer to Anti-Dumping Notice No. 2016/30 available on the Commission's website.

Important instructions for preparing your response

- All questions in this exporter questionnaire must be completed. If a question is not applicable to your situation, please answer the question with "Not Applicable" and provide an explanation as to why.
- All questions must be answered in English. An English translation must be provided for documents not originally in English.
- Clearly identify all units of measurement (e.g. KG) and currencies (e.g. AUD) used. Apply the same measurement consistently throughout your response to the questionnaire.
- Label all attachments to your response according to the section of the questionnaire it relates to (e.g. label the chart of accounts as Attachment A-4.6)
- The data must be created as spreadsheet files in Microsoft Excel.
- If you have used formulas to complete spreadsheets, these formulas must be retained and not hard-coded.
- You must retain all worksheets used in answering the questionnaire. Be prepared to provide these worksheets during the Commission's verification of your data.
- If you cannot present electronic data in the requested format contact the case officer as soon as possible.
- Where possible, electronic data should be emailed or shared with the Commission via SIGBOX, a secure online document repository. Please contact the Commission to request access to SIGBOX if required.

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CHECKLIST

This section is an aid to ensure that you have completed all sections of this questionnaire.

Section	Please tick if you have responded to all questions
Section A Company information	<input type="checkbox"/>
Section B Export sales to Australia	<input type="checkbox"/>
Section C Exported goods & like goods	<input type="checkbox"/>
Section D Domestic sales	<input type="checkbox"/>
Section E Due allowance	<input type="checkbox"/>
Section F Third country sales	<input type="checkbox"/>
Section G Cost to make and sell	<input type="checkbox"/>
Exporter's declaration	<input type="checkbox"/>
Completed for Investigation No.540	<input type="checkbox"/>
Completed for Investigation No.541	<input type="checkbox"/>
Non-confidential version of this response	<input type="checkbox"/>

Attachments	Please tick if you have provided spreadsheet
B-2 Australian sales	<input type="checkbox"/>
B-4 Upwards sales	<input type="checkbox"/>
B-5 Upwards selling expenses	<input type="checkbox"/>
D-2 Domestic sales	<input type="checkbox"/>
F-2 Third country sales	<input type="checkbox"/>
G-3 Domestic CTM	<input type="checkbox"/>
G-4.1 SG&A listing	<input type="checkbox"/>
G-4.2 Dom SG&A calculation	<input type="checkbox"/>
G-5 Australian CTM	<input type="checkbox"/>
G-7.2 Raw material CTM	<input type="checkbox"/>
G-7.4 Raw material purchases	<input type="checkbox"/>
G-8 Upwards costs	<input type="checkbox"/>

GOODS UNDER CONSIDERATION (GUC)

As previously noted, the Commission is conducting two investigations in relation to two separate applications seeking the imposition of anti-dumping measures on aluminium extrusions exported to Australia from Malaysia. The investigations are being conducted separately as *Anti-Dumping Investigation No.540* and *Anti-Dumping Investigation No.541*.

Customarily, the data requested in questionnaires issued by the Commission pertains to a singular description of the GUC. However, as the purpose of this questionnaire is seeking information about the goods the subject of two separate applications, this questionnaire will be used for the purpose of both investigations. Please ensure that the declaration to this questionnaire indicates for which investigation the questionnaire is being lodged.

For the purpose of *Anti-Dumping Investigation No.540*

The goods under consideration, i.e. those goods exported to Australia, allegedly at dumped prices, for the purpose of the application relating to mill finished aluminium extrusions being examined in *Anti-Dumping Investigation No.540* are:

Aluminium extrusions produced via an extrusion process, of alloys having metallic elements falling within the alloy designations published by The Aluminium Association commencing with 1, 2, 3, 5, 6 or 7 (or proprietary or other certifying body equivalents), with the finish being as extruded (mill) (excluding all other surface finishes), whether or not worked, having a wall thickness or diameter greater than 0.5 mm., with a maximum weight per metre of 27 kilograms and a profile or cross-section which fits within a circle having a diameter of 421 mm.

For the purpose of *Anti-Dumping Investigation No.541*

The goods under consideration, i.e. those goods exported to Australia, allegedly at dumped prices, for the purpose of the application relating to aluminium extrusions with a surface finish (other than mill finished) being examined in *Anti-Dumping Investigation No.541* are:

Aluminium extrusions produced via an extrusion process, of alloys having metallic elements falling within the alloy designations published by The Aluminium Association commencing with 1, 2, 3, 5, 6 or 7 (or proprietary or other certifying body equivalents), with the finish being mechanical, painted, powder coated, anodised or otherwise coated (excluding mill-finish), whether or not worked, having a wall thickness or diameter greater than 0.5 mm., with a maximum weight per metre of 27 kilograms and a profile or cross-section which fits within a circle having a diameter of 421 mm.

NOTE: For the purpose of this questionnaire, references to **‘the goods’** are a joint reference to the descriptions of the GUC relating to *Anti-Dumping Investigation No.540* and *Anti-Dumping Investigation No.541*.

Additional information about the GUC the subject of each investigation

Whilst the following information is not part of the description of the GUC outlined above in relation to *Anti-Dumping Investigation No.540* and *Anti-Dumping Investigation No.541*, consistent with previous cases relating to aluminium extrusions undertaken by the Commission, the following discussion about the GUC is provided as an aid for determining whether exports are covered by the GUC descriptions above for each investigation.

The goods the subject of either *Anti-Dumping Investigation No.540* and *Anti-Dumping Investigation No.541* include aluminium extrusion products that have been further processed or fabricated to a limited extent, after aluminium has been extruded through a die. Aluminium extrusion products that have been worked (e.g. precision cut, machined, punched or drilled) fall within the scope of the goods for both investigations.

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The goods do not extend to intermediate or finished products that are processed or fabricated to such an extent that they no longer possess the nature and physical characteristics of an aluminium extrusion, but have become a different product.

Consistent with previous investigations, this investigation will also rely upon the information shown in the table below in its assessment of the goods under consideration and like goods.

< GUC >				< Non GUC >		
1	2	3	4	5	6	7
Aluminium extrusions	Aluminium extrusions with minor working	Aluminium extrusions that are parts intended for use in intermediate or finished products	Aluminium extrusions that are themselves finished products	Unassembled products containing aluminium extrusions, e.g. 'kits' that at time of import comprise all necessary parts to assemble finished goods	Intermediate or partly assembled products containing aluminium extrusions	Fully assembled finished products containing aluminium extrusions
< Examples >						
Mill finish, painted, powder coated, anodised, or otherwise coated aluminium extrusions	Precision cut, machined, punched or drilled aluminium extrusions	Aluminium extrusions designed for use in a door or window	Carpet liner, fence posts, heat sinks	Shower frame kits, window kits, unassembled unitised curtain walls	Unglazed window or door frames	Windows, doors

The table below outlines the tariff classifications² that are applicable to imported aluminium extrusions:

Tariff classification (Schedule 3 of the Customs Tariff Act 1995)			
Tariff code	Statistical code	Unit	Description
7604.10.00	06	Kg	Non alloyed aluminium bars, rods and profiles
7604.21.00	07	Kg	Aluminium alloy hollow angles and other shapes
7604.21.00	08	Kg	Aluminium alloy hollow profiles
7604.29.00	09	Kg	Aluminium alloy non hollow angles and other shapes
7604.29.00	10	Kg	Aluminium alloy non hollow profiles
7608.10.00	09	Kg	Aluminium tubes and pipes, not alloyed
7608.20.00	10	Kg	Aluminium tubes and pipes, alloyed
7610.10.00	12	Kg	Aluminium doors, windows and their frames and thresholds for doors
7610.90.00	13	Kg	Other aluminium structures and parts thereof

² These tariff classifications and statistical codes are used when imports are declared to the Australian customs and may include goods that are both subject and not subject to this investigation. The listings of these tariff classifications and statistical codes are for convenience or reference only and do not form part of the goods description.

MODEL CONTROL CODE

Details of the combined model control code (MCC) structures for the goods subject to *Anti-Dumping Investigations No.540 and No.541* are detailed in the table below. Export sales data (Section B-2), domestic sales data (Section D-2) and cost to make and sell data (Section G-3, G-4 & G-5) submitted in this response must follow this MCC structure. At a minimum, the data must report sales and cost data separately for each of the mandatory MCC categories identified by the Commission.

Category	Sub-category		Sales data	Cost data
Finish	A	Anodise	Mandatory	Mandatory
	BD	Bright dip		
	M	Mill		
	PC	Powder coating		
	MC	Mechanical		
Alloy code	6A	6060, 6063	Mandatory	Optional
	6B	6106		
	6C	6101, 1350, 6082, 6351, 6061		
	6D	6005A		
	O	Other*		
Temper code	T1	T1, T4, T5, T6	Optional	Optional
	T50	T591, T595, T52		
	O	Other*		
Anodising microns	0	Not anodised	Optional	Optional
	1	<20µm		
	2	>20µm		

* Specify alloy code and temper code

In constructing a MCC, use a "-" between each category. For example, goods relevant to *Anti-Dumping Investigation No.540* with a mill finish, alloy of 6063 and temper of T5 will have a MCC of **M-6A-T1**. Goods relevant to *Anti-Dumping Investigation No.541* with a powder coating, alloy of 6060 and temper T5 will have an MCC of **PC-6A-T1-0**.

The MCCs will be used to model match export models to the identical or comparable domestic models. In addition, the MCCs will be used to determine the profitability of domestic sales in the ordinary course of trade test by comparing domestic selling prices to the corresponding cost to make and sell. The MCC may also be used to compare the export price to the cost to make the exported model as part of the constructed normal value.

If there are models manufactured and sold by your company that do not align within the MCC structure above, this should be raised by lodging a submission with the Commission as soon as is practicable, but no later than the time this questionnaire is due, otherwise the response may be deemed deficient.

SECTION A COMPANY INFORMATION

A-1 Company representative and location

1. Please nominate a contact person within your company:

Press Metal Berhad

Name: [REDACTED]

Position in the company: *Accountant*

Address: *Lot 6464, Balu 5 3/4 Jalan Kapar, Sementa, 42100.
Klang, Selangor Darul Ehsan, Malaysia*

Telephone: + [REDACTED]

E-mail address of contact person: [REDACTED]@pressmetal.com.my

2. If you have appointed a representative, provide their contact details:

*Geoffrey Cantelo
14 Hawthorne St
Ramsgate Beach NSW 2217
Email: geoff@cantelo.com.au.
Mobile +61 419 255 779*

In nominating a representative, you are granting authority to the Commission to discuss matters relating to the case with the nominated representative, including your company's confidential information.

3. Please provide the location of where the company's financial records are held.

As above

4. Please provide the location of where the company's production records are held.

As above

A-2 Company information

1. What is the legal name of your business?

Press Metal Berhad

2. Does your company trade under a different name and/or brand? If yes, provide details.

No

3. Was your company ever known by a different legal and/or trading name? If yes, provide details

Yes A-2 3.pdf

4. Provide a list of your current board of directors and any changes in the last two years.

A-2 3.pdf

PUBLIC RECORD

5. Is your company part of a group (e.g. parent company with subsidiaries, common ownership, joint-ventures)? If yes, provide:

Yes

- (a) A diagram showing the complete ownership structure; and

A-2 5 Group Structure as at 2019.12.20

- (b) A list of all related companies and its functions

A-2 5 AR.pdf

6. Is your company or parent company publicly listed?

Yes

If yes, please provide:

- (a) The stock exchange where it is listed; and
(b) Any principle shareholders³

As above & A 2 10.pdf

If no, please provide:

- (a) A list of all principal shareholders and the shareholding percentages.

7. What is the overall nature of your company's business? Include details of the products that your company manufacture and sell and the market your company sells into.

Producer and distributor and trader

8. If your business does not perform all of the following functions in relation to the goods under consideration, then please provide names and addresses of the companies which perform each function:

- (a) produce or manufacture;
(b) sell in the domestic market;
(c) export to Australia; and
(d) export to countries other than Australia.

9. Provide your company's internal organisation chart.

A 2 9.20 pdf

10. Describe the functions performed by each group within the organisation.

A 2 10. Group Functions at 2019.12 .20 pdf— describes group

³ Principal shareholders are those who are able to cast, or control the casting of, 5% or more of the maximum amount of votes that could be cast at a general meeting of your company.

functions

From 1 December 2019 the Press Metal Kuala Lumpur group companies started a reorganisation

11. Does your company produce brochures, pamphlets or other promotional material? If yes, please provide them.

Yes

A-3 General accounting information

1. What is your financial accounting period?

Calendar years

2. Are your financial accounts audited? If yes, who is the auditor?

KPMG

3. What currency are your accounts kept in?

Malaysian ringgit

4. What is the name of your financial accounting system?

SAP

5. What is the name of your sales system?

SAP

6. What is the name of your production system?

SAP

7. If your financial accounting, sales and production systems are different, how do the systems interact? Is it electronically or manual? Please provide a detailed explanation and include diagrams.

8. Do your accounting practices differ in any way from the generally accepted accounting principles in your country? If yes, please provide details.

No

9. Have there been any changes to your accounting practices and/or policies over the last two years? If yes, please provide details.

No

A-4 Financial Documents

1. Please provide the two most recently completed annual reports and/or financial statements for your company and any other related companies involved in the production and sale of the goods.

2018 Press Metal Berhad accounts.pdf

2019 PMB P&L.xlsx

PMB 2018 accounts & tax.pdf

No 2019 audited accounts or tax return yet available

2. If the financial statements in A-4.1 are unaudited, provide for each company:

- (a) the tax returns relating to the same period; and

*A-4 2 Press Metal Berhad. YA 2018 (amended tax computation)
(23.8.2019. 10.07pm)*

- (b) reconciliation of the revenue, cost of goods sold, and net profit before tax between the financial statements and tax returns.

*A-4 2 Press Metal Berhad. YA 2018 (amended tax computation)
(23.8.2019. 10.07pm)*

3. Does your company maintain different profit centres? If yes, provide profit & loss statements for the profit centre that the goods falls into for:

2019 PMB P&L.xlsx

- (a) the most recent financial year; and
- (b) the period.

4. If the period is different to your financial period, please provide:

- (a) Income statements directly from your accounting information system covering the most recent financial period and the period; or
- (b) Quarterly or half yearly income statements directly from your accounting system covering the most recent financial period and the period.

5. Please provide a copy of your company's trial balance (in Excel) covering the period and the most recent financial year.

Trial Balance PMB 2019.xlsx

PMB trial balances.xlsx

6. Please provide your company's chart of accounts (in Excel).

Confidential A 4 6 Chart of Accounts.xlsx

If any of the documents are not in English, please provide a complete translation of the documents.

SECTION B EXPORT SALES TO AUSTRALIA

B-1 Australian export sales process

1. Provide details (and diagrams if appropriate) of the export sales process of your company and any entities (e.g. agents) including:

- (a) Marketing and advertising activities

PMB conduct no marketing and advertising activities in Australia or to sell to PMAA

PMAA executives meet monthly with PMB and Kuala Lumpur or elsewhere and plan

- (b) Price determination and/or negotiation process

Each month PMB sends a price list—varies each month by only LME

Attached B-1 1 (b).pdf

- (c) Order placement process

*Orders placed on PMB by email on PMAA Purchase Order.
Examples included in ADC nominated 4 shipments verification*

- (d) Order fulfilment process and lead time

- (e) Delivery terms and process

[REDACTED]

- *Truck from PMB mill to Port Klang, Kuala Lumpur*
- *Shipping company from Port Klang to respective Australian ports—either of Sydney, Melbourne, Brisbane or Fremantle.*

These above parts of the journey undertaken mainly by PMB's preferred carrier [REDACTED]

- *Australian Customs broker [REDACTED]*
- *Australian carrier from port to importer premises. A small number of PMAA carried direct from port to Australian customer*

- (f) Invoicing process

Shipments not necessarily equating to purchase orders. Once sufficient sections available to ship, PMB containerise at its mill (mainly 40' containers) for shipping company to collect by

PUBLIC RECORD

truck which takes container to its Kuala Lumpur depot for fumigation and then to Port Klang to load on the ship

(g) Payment terms and process

PMAA make regular lump-sum payments on its running account related to its nominated particular shipments sets

Explained further in confidential "B-1 1(d).pdf" 7 April 2020 email which explains and quantifies PMMAA's consistent historic and current reduction of its accounts payable balance owing to PMB for its aluminium extrusions and other purchases

2. Do your exports of the goods to Australia involve an intermediary or intermediaries?

No

If yes, please answer or respond to the following:

- (a) List the name of each intermediary involved in the exportation.
- (b) Are any of the intermediaries a related entity, such as through, your parent company with subsidiaries, common ownership (directors/family members) or joint-ventures?
- (c) Does the export of your goods to Australia involve selling those goods to the intermediary prior to or close to those goods leaving the port of export?
- (d) What functions does the intermediary undertake in relation to the sales and/or export of the goods to Australia?
- (e) List the exportation costs incurred by the intermediary?
- (f) Are the goods shipped to Australia via the port of export directly from your facility, or via a warehousing or staging location under the control of, or specified by, the intermediary?
- (g) If the sales of your goods exported to Australia involve an intermediary please report the relevant sales information in the Australian listing at B-2.

IF sales to the intermediary are not on-sold by the intermediary in an identical quantity or product mix to please submit a separate Australian sales listings for your sales to the intermediary and sales by the intermediary to the Australian customer using the format provided in the worksheet named "B-2 Australian sales"

3. In what currency do you invoice your customers (of any relevant intermediary) for goods exported to Australia? If it is not in your local currency:

\$A

- (a) Do your customers pay you into a foreign currency denominated account? If yes, provide details;

No

- (b) Do you use forward contracts to lock in the foreign exchange rate relating to the export sales? If yes, provide details;

No

PUBLIC RECORD

- (c) How is the exchange rate determined in your accounting system and how often is it updated?

Malaysian Central Bank Negara published daily closing middle rate on date of PMB invoice. Available on Bank Negara website

4. Are there any customers of the goods exported to Australia related to your company? If yes, please provide a list of each related customer and provide details on how the selling price is set.

PMAA Press Metal Aluminium Australia Pty Ltd imports into and buys these aluminium extrusions from the exporter PMB Press Metal Berhad

Related as set out in A 2 10. Group Functions at 2019.12 .20 pdf

Ultimate 100% common ownership

No customers of PMAA related to PMAA or PMB

B-1 1 (b) 2019 pricing.pdf sets out how price determined monthly

B-1 1 (d).pdf explains arm's-length nature of PMB to PMAA sales

5. If sales are in accordance with price lists or price extras list, provide copies of these lists.

B-1 1 (b) 2019 pricing.pdf.

Not a price list—shows monthly price advices and how determined based on LME

6. Do your export selling prices vary according to the distribution channel identified? If yes, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.

No

7. Did you provide on-invoice discounts and/or off-invoice rebates to any customer or an associate of the customer in relation to the sale of the goods exported to Australia during the period? If yes, provide a description and explain the terms and conditions that must be met by the customer to obtain the discount.

No

8. Did you issue any credit or debit notes (directly or indirectly) to the customer or associate of the customer in relation to the sale of the goods exported to Australia during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.

No

9. The invoice date will normally be taken to be the date of sale. If you are making a claim that a different date should be taken as the date of sale:

- (a) What date are you claiming as the date of sale?
(b) Why does this date best reflect the material terms of sale?

B-2 Australian sales listing

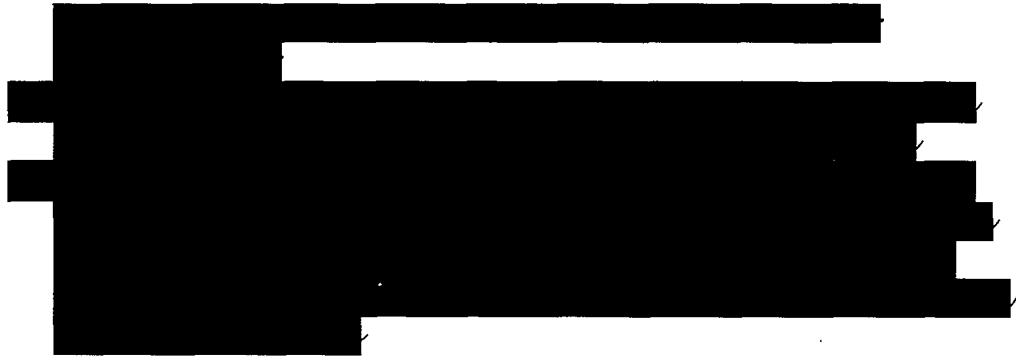
1. Complete the worksheet named "B-2 Australian sales"⁴

- This worksheet lists all sales (i.e. transaction by transaction) exported to Australia of the goods invoiced within the period. This includes exports to Australia sold through a domestic customer.
- If you have claimed in B-1.8 that the date of sale is one other than the invoice date, then add the sales within your claimed date of sale.
- You must provide this list in electronic format using the template provided.
- If you have used formulas to complete this worksheet, these formulas must be retained.
- If there are any direct selling expenses incurred in respect of the exports to Australia not listed in the spreadsheet, add a column. For example, if the delivery terms make you responsible for arrival of the goods at an agreed point within Australia (e.g. delivered duty paid), insert additional columns in the spreadsheet for all other costs incurred.
- If sales are exported to Australia through an intermediary, complete the relevant columns as required.

DDP = FIS.

- *[REDACTED] (PMAA Australian customer)) destined invoices—PMAA buy these from PMB FOB Port Klang Malaysia meaning [REDACTED] contract separately with the common [REDACTED] Shipping company for the ocean freight/journey. Some [REDACTED] shipments go to the US and the UK direct from the PMB Klang mill. Australian destined [REDACTED] shipments (also bought by PMAA FOB Port Klang Malaysia) often accompany other PMAA purchases on the same [REDACTED] Shipping organised vessel*
- *all other PMAA purchases [REDACTED]*

⁴ Referring to question B-1.2(g), if necessary use the B-2 Australian sales worksheet to separately report export sales by any relevant intermediary.



Updated 19 May 2020 B-2 now reflects those sales terms

B-2 now also flags those [redacted] shipments to the US and UK. Rows:

- 4586*
- 5640*
- 6331*
- 6938*
- 7372*

These form part of PMB F-2 Third country sales rather than on B-2

2. Provide a table listing the source of the data for each column in the "B-2 Australian sales" listing (including data relevant to sales through intermediaries).

- Columns A to AE – PMB SAP general ledger sales record or formulas applied to existing columns*
- Column AK – [redacted] shipping invoices. [redacted] Shipping perform most of the overseas journey from the PMB warehouse to [redacted] Australian port.*
- Column AM – marine insurance policy*
- Column AT Packing – PMB general ledger*
- Column AW Inland transport – [redacted] shipping invoices*
- Column AX Handling – [redacted] shipping invoices*

B-3 Sample export documents

In relation to your exports covered by *Anti-Dumping Investigations No.540 and No.541* please provide the following. A sample of four exports (two for each investigation) are to be selected.

1. Select the two largest invoices by value and provide the following documentation:

- Contracts*
- Purchase order and order confirmation*
- Commercial invoice and packing list (including invoices relevant to sales through an intermediary)*
- Proof of payment and accounts receivable ledger*

PUBLIC RECORD

- Documents showing bank charges
- Invoices for inland transport
- Invoices for port handling and other export charges
- Bill of lading
- Invoices for ocean freight & marine insurance (if applicable)
- Country of origin certificates (if applicable)

94228 source document set.pdf
102909 source document set.pdf
95294 source document set.pdf
91722 source document set.pdf

If the documents are not in English, please provide a translation of the documents.

2. For each document, please annotate the documents or provide a table reconciling the details in the "B-2 Australian sales" listing to the source documents in B-3.1.

B-4 Reconciliation of sales to financial accounts

1. Please complete the worksheet named "B-4 Upwards sales" to demonstrate that the sales listings in B-2, D-2 and F-2 are complete.
 - You must provide this list in electronic format using the template provided.
 - Please use the currency that your accounts are kept in.
 - If you have used formulas to complete this worksheet, these formulas must be retained.
2. Please provide all documents, other than those in A-4, B-2 and D-2, required to complete the "B-4 Upwards sales" worksheet. If the documents include spreadsheets, all formulas used must be retained.
3. For any amount in the "B-4 Upwards sales" worksheet that is hard coded (i.e. not a formula), please cross-reference by providing:
 - the name of the source document, including the relevant page number, in column D of the worksheet; and
 - highlight or annotate the amount shown in the source document.

B-5 Reconciliation of direct selling expenses to financial accounts

1. Please complete the worksheet named "B-5 Upwards selling expense" to demonstrate that the direct selling expenses (e.g. Inland transport) in B-2 and D-2 are complete.
 - You must provide this list in electronic format using the template provided.
 - Please use the currency that your accounts are kept in.
 - If you have used formulas to complete this worksheet, these formulas must be retained.
2. Please provide all documents, other than those in A-4, B-2 and D-2, required to complete the "B-5 Upwards selling expense" worksheet. If the documents include spreadsheets, all formulas used must be retained.
3. For any amount in the "B-5 Upwards selling expense" worksheet that is hard coded (i.e. not a formula), please cross-reference by providing:
 - the name of the source document, including the relevant page number, in column C of the worksheet; and

*Source documents = quarterly "Expenses Detail Q4.
2019.xlsx"*

- highlight or annotate the amount shown in the source document.

SECTION C EXPORTED GOODS & LIKE GOODS

The Commission considers the MCC structure in and of itself is not likely to be commercially sensitive information. Any claim that disclosing the MCC information is confidential or would adversely affect your business or commercial interests must be raised by lodging a submission as soon as practicable, but no later than the time this questionnaire is due.

C-1 Models exported to Australia

1. Fully describe all of the goods your company exported to Australia during the period. Include specification details and any technical and illustrative material that may be helpful in identifying, or classifying, the goods exported to Australia.

Specifications of individual extrusions set out in B-2

2. Provide a list of MCCs of the goods exported to Australia. This must cover all MCCs listed in the Australian sales listing in B-2.

A-6A-T1
A-6A-T50
A-6D-T1
A-O-T1
M-6A-T1
M-6A-T50
M-6C-T1
M-6D-T1
M-6D-T50
PC-6A-T1
PC-6A-T50
PC-6C-T1
PC-6D-T1
PC-O-T1

- This list must be disclosed in the public record version of the response.

C-2 Models sold in the domestic market

1. Fully describe all like goods your company sold on the domestic market during the period. Include specification details and any technical and illustrative material that may be helpful in identifying, or classifying, the like goods sold on the domestic market.
2. Provide a list of MCCs of like goods sold on the domestic market. This must cover all MCCs listed in the domestic sales listing in D-2.

A-6A-
A-6A-T1
A-6A-T50
A-6C-T1
A-6D-T1
M-6A-T1
M-6A-T50
M-6C-T1
M-6D-T1

PUBLIC RECORD

M-6D-T50
M-O-O
M-O-T1
PC-6A-T1

- This list must be disclosed in the public record version of the response.

C-3 Internal product codes

1. Does your company use product codes or stock keeping unit (SKU) codes?
If yes:

Product codes B-2 & D-2 column M against corresponding MCC

- (a) Provide details of the product or SKU coding system for the goods, such as a legend or key of the meaning for each code within the product or SKU code.
- (b) Provide details on how you mapped the product or SKU codes to the MCC for the purpose of completing this questionnaire.
- (c) Provide a table of showing the product or SKU codes for each MCC.

If no:

- (a) Provide details on the method used to identify the MCC in the sales and cost spreadsheets.

SECTION D DOMESTIC SALES

D-1 Domestic sales process

1. Provide details (and diagrams if appropriate) of the domestic sales process of your company and any other related entities including:
 - (a) Marketing and advertising activities
 - (b) Price determination and/or negotiation process
 - (c) Order placement process
 - (d) Order fulfilment process and lead time
 - (e) Delivery terms and process
 - (f) Invoicing process
 - (g) Payment terms and process

Domestic customers order over the phone direct to PMB's own sales Department without any intermediary. PMB quotes an offer price to the customer for the particular order and the customer either accepts or rejects that price.

Some customers follow up with written purchase orders

No intermediaries involved in the distribution. The customer then arranges to collect the order from PMB. The customer provides their own truck to collect the order. Occasionally PMB trucks to the customer on PMB's own vehicles

2. Are any domestic customers related to your company? If yes, please provide a list of each related customer and provide details on how the selling price is set.

Yes

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

PUBLIC RECORD

3. If sales are in accordance with price lists or price extras list, provide copies of these lists.

For major projects where, say, PMB supplies a substantial volume of products for a building project, PMB negotiates the prices for the individual project

Otherwise PMB provides no price lists to domestic customers. PMB takes individual orders over the phone

This reflects the ever changing LME on which PMB bases its selling price to their domestic customers

4. Do your domestic selling prices vary according to the distribution channel identified? If yes, provide details. Real differences in trade levels are characterised by consistent and distinct differences in functions and prices.

No

5. Did you provide on-invoice discounts and/or off-invoice rebates to the customer or an associate of the customer in relation to the sale of the like goods during the period? If yes, provide a description; and explain the terms and conditions that must be met by the importer to obtain the discount.

No

6. Did you issue any credit or debit notes (directly or indirectly) to the customer or associate of the customer in relation to the sale of the like goods during the period? If yes, provide details of the credit/debit notes including the reasons the credit/debit notes were issued.

Set out in D-2

7. The invoice date will normally be taken to be the date of sale. If you are making a claim that a different date should be taken as the date of sale:

- (a) What date are you claiming as the date of sale?
(b) Why does this date best reflect the material terms of sale?

D-2 Domestic sales listing

1. Complete the worksheet named "D-2 Domestic sales"

- This worksheet lists all domestic sales (i.e. transaction by transaction) of like goods invoiced within the period, even if they are models not exported to Australia
- If you have claimed in B-1.8 and/or D-1.7 that the date of sale is one other than the invoice date, then add the sales within your claimed date of sale.
- You must provide this list in electronic format using the template provided.
- If you have used formulas to complete this worksheet, these formulas must be retained.
- If there are any other costs, charges or expenses incurred in respect of the sales listed which have not been identified in the table in question D-2 above, add a column for each item. For example, certain other selling expenses incurred.

2. Provide a table listing the source of the data for each column in the "D-2 domestic sales" listing.

PUBLIC RECORD

- *level of trade—lookup table created by PMB sales department with customer knowledge*
- *MCCs—formulas from finishes*
- *quarters—formulas from dates*
- *delivery terms—lookup table created by PMB sales department with customer knowledge*
- *per/kg—formulas*
- *packing—"Expenses Detail Q4 2019".xlsx*
- *inland transport—[REDACTED] costs.xlsx*
- *other expenses—G-4 2 SG&A listing*
- *other columns—"SAP Sale Invoice Report.xlsx"*

D-3 Sample domestic sales documents

In relation to your domestic sales covered by *Anti-Dumping Investigations No.540 and No.541* please provide the following. A sample of four domestic sales (two for each investigation) are to be selected.

1. Select the two largest invoices by value and provide the following documentation:
 - Contracts
 - Purchase order and order confirmation
 - Commercial invoice and packing list
 - Proof of payment and accounts receivable ledger
 - Documents showing bank charges
 - Delivery invoices

If the documents are not in English, please provide a translation of the documents.

2. For each document, please annotate the documents or provide a table reconciling the details in the "D-2 Domestic sales" listing to the source documents in D-3.1.

D-4 Reconciliation of sales to financial accounts

This section is not required if you have completed B-4.

1. Please complete the worksheet named "B-4 Upwards sales" to demonstrate that the sales listings in D-2 and F-2 are complete.
 - You must provide this list in electronic format using the template provided.
 - Please use the currency that your accounts are kept in.
 - If you have used formulas to complete this worksheet, these formulas must be retained.
2. Please provide all documents, other than those in A-4, D-2 and F-2, required to complete the "B-4 Upwards sales" worksheet. If the documents include spreadsheets, all formulas used must be retained.
3. For any amount in the "B-4 Upwards sales" worksheet that is hard coded (i.e. not a formula), please cross-reference by providing:
 - the name of the source document, including the relevant page number, in column D of the worksheet; and
 - highlight or annotate the amount shown in the source document.

SECTION E DUE ALLOWANCE

E-1 Credit expense

1. Do you provide credit to any domestic customers in relation to sales of like goods (i.e. payment terms that are not on a cash or pre-payment basis)? If yes:

Yes

- (a) Do you provide a rolling credit facility to your domestic customers (i.e. no specific payment terms agreed at the time of sale)? If yes:

Yes

- i. Calculate the accounts receivable turnover for each domestic customer (credit sales divided by the average accounts receivable).
- ii. Calculate the average credit term for each domestic customer by dividing 365 by the accounts receivable turnover

Attached "Credit difference calculation.pdf"

- (b) Do you have short term borrowings or an overdraft facility? If yes, what is the interest rate, or average of interest rates?

[REDACTED]

[REDACTED] % *attached "Interest rate from PMB treasury.pdf"*

2.

- (a) Do you have term deposits or other cash product (e.g. bonds)? If yes, what is the interest rate, or average of interest rates?

No

3. Do you provide credit to any Australian customers in relation to sales of the goods (i.e. payment terms that are not on a cash or pre-payment basis)? If yes:

Yes

- (a) Do you provide a rolling credit facility to your Australian customers (i.e. no specific payment terms agreed at the time of sale)? If yes:

Yes

- i. Calculate the accounts receivable turnover for each domestic customer (credit sales divided by the average accounts receivable).
- ii. Calculate the average credit term for each domestic customer by dividing 365 by the accounts receivable turnover

PUBLIC RECORD

- (b) If your Australian customers pay you into a foreign currency denominated account (question B-1.2(a) refers):

Yes

- i. Do you have short term borrowings or an overdraft facility denominated in the same foreign currency? If yes, what is the interest rate, or average of interest rates?

No

- ii. What is the interest rate, or average of interest rates, applying to term deposits or other cash product (e.g. bonds) denominated in the same foreign currency? If yes, what is the interest rate, or average of interest rates?

E-2 Packaging

1. What is the packaging used for your domestic sales of like goods?

Packing—Insignificant difference between export and domestic packing because on the one hand domestic packing carries higher cost because PMB packs and wraps individual extrusion lengths into bundles ready for retail presentation and also packed more carefully but then on the other hand, export packing carries expenses because PMB packs the export extrusions into single use only tightly secured timber boxes containerised on stillages.

Sections individually wrapped in plastic or paper and bundled and tied together in shrink-wrapped lots. Labels added presentable for, mostly, retail sale display. Uncontainerised loaded on to the domestic sales delivery trucks

2. What is the packaging used for your export sales of the goods to Australia?

Sections not individually wrapped— bundles of sections boxed in timber boxes containerised on stillages

3. If there are distinct differences in packaging between your domestic and export sales:

- (a) Provide details of the differences
(b) Calculate the weighted average packaging cost for each model sold on the domestic market

*“Expenses Detail Q4 2019.xlsx”
Summary (Q1-Q4) tab
Cell AM61*

- (c) Calculate the weighted average packaging cost for each model exported to Australia

Difference amounts to only MYR [REDACTED] rounding

PUBLIC RECORD

Domestic packing cost addition to wrap individual sections equates to Australian export packing costs of timber boxes

Difference explained above

4. How are the goods exported to Australia shipped, e.g. containerised, and how does this compare with the method used to deliver domestic sales?

Containerised

Sections not individually wrapped— bundles of sections boxed in timber boxes containerised on stillages

Domestic sales shipped on open trucks

5. Does the export of the goods to Australia involve the use of devices, sometimes described as trolleys, stillages or otherwise, to assist in the loading and unloading of the goods exported to Australia?

Yes on steel stillages

6. If so, please provide a brief description of these devices and address the following further questions.

- (a) Are these devices exported with the goods, and if so does the Australian importer return these devices back to Malaysia?

Yes exported with the extrusions and return to Malaysia

- (b) If the devices are shipped with the goods to Australia and returned to Malaysia, in what manner are the devices returned, who incurs the shipping costs for returning these devices and by what mechanism is the cost recovered, e.g. credit notes, direct payment of funds?



- (c) If the devices are NOT returned to Malaysia, is the cost of the device included in the price of the goods exported to Australia or separately charged to the Australian importer?

- (d) Are the loading devices used in the export of your goods to Australia sourced from a third party supplier or self-produced?

From third party supplier

E-3 Delivery

1. Are any domestic sales of like goods delivered to the customer? If yes, how were the transportation costs calculated in the domestic sales listing in D-2?

Yes. Some

Calculated on actual costs divided by weight

2. What are the delivery terms of the export sales of the goods to Australia?

Purchases destined for [REDACTED] - FOB

Other purchases - [REDACTED]

3. If the delivery terms of the Australian sales includes delivery to the port, how were the inland transport and port charges calculated in the Australian sales listing in B-2?

Aggregated [REDACTED] Shipping charges for the year over corresponding weight and calculated as MYR/kg

4. If the delivery terms of the Australian sales includes ocean freight, how was the ocean freight cost calculated in the Australian sales listing in B-2?

Aggregated [REDACTED] Shipping charges for the year over corresponding weight and calculated as MYR/kg

5. If the delivery terms of the Australian sales includes marine insurance, how was the marine insurance calculated in the Australian sales listing in B-2?

Percentage of sale value from total marine insurance cost

6. If the delivery terms of the Australian sales includes delivered duty paid, how were the Australian importation and delivery costs calculated in the Australian sales listing in B-2?

Aggregated [REDACTED] Australian customs broker charges for the year over corresponding weight and calculated as MYR/kg

E-4 Other direct selling expenses

1. Do you provide sales commissions for domestic sales of like goods and/or export sales of the goods? If yes, provide details.

No

2. Are there any differences in tax liability, e.g. Goods and Services Tax (GST), or any other form of taxation that exists between domestic and export sales? If yes, provide details, for example:

No

- What is the rate of GST on sales of the goods exported to Australia and like goods sold into the Malaysian domestic market?

PUBLIC RECORD

Until 30 May 2018 6% GST on domestic sales zero on exports

Abolished from 1 June 2018

- How is GST accounted for in your records in relation to sales of the goods and like goods?

Sales in EQ workbook net of GST unless otherwise indicated

- Do you receive a GST refund in relation to sales of the goods and/or like goods?

No

- Do you receive a remission or drawback of import duties on inputs consumed in the productions of the goods or like goods?

No

3. Are there any other direct selling expenses incurred by your company in relation to domestic sales of like goods?

No

- These direct selling expenses must be included in the reconciliation of direct selling expenses in B-5

4. Are there any other direct selling expenses incurred by your company in relation to export sales of the goods to Australia?

No

- These direct selling expenses must be included in the reconciliation of direct selling expenses in B-5

E-5 Other adjustment claims

1. Are there any other adjustments required to ensure a fair comparison between the export price and the normal value (based on domestic sales, costs and/or third country sales)? If yes, provide details.

[REDACTED]

- An adjustment will only be made where there is evidence that the difference affects price comparability.
- Refer to Chapter 15 of the *Dumping and Subsidy Manual (November 2018)* for more information.

SECTION F THIRD COUNTRY SALES

F-1 Third country sales process

1. Are your sales processes to any third country (i.e. exports to countries other than Australia) different to the sales process described in B-1.1? If yes, provide details of the differences.

No

2. Are there any third country customers related to your company? If yes, please provide a list of each related customer and provide details on how the selling price is set.

No

3. The invoice date will normally be taken to be the date of sale. If you are making a claim that a different date should be taken as the date of sale:

- (a) What date are you claiming as the date of sale?
- (b) Why does this date best reflect the material terms of sale?

F-2 Third country sales listing

1. Complete the worksheet named "F-2 Third country sales"

- This worksheet lists all export sales, summarised by country and customer, to third countries of like goods invoiced within the period.
- If you have claimed in F-1.3 that the date of sale is one other than the invoice date, then add sales with your claimed date of sale.
- You must provide this list in electronic format using the template provided.
- If you have used formulas to complete this worksheet, these formulas must be retained.

2. Provide a table listing the source of the data for each column in the export sales listing (F-2.1).

- *Country, shipping terms, payment terms – input by PMB export sales staff with customer knowledge dealing with them daily*
- *Other columns – "SAP Sale Invoice Report.xlsx"*

F-3 Differences in sales to third countries

1. Are there any differences in sales to third countries which may affect their comparison to export sales to Australia? If yes, provide details.

No differences in sales.



SECTION G COST TO MAKE AND SELL

G-1. Production process

1. Describe the production process for the goods and provide a flowchart of the process. Include details of all products manufactured using the same production facilities as those used for the goods. Also specify all scrap or by-products that result from producing the goods.

Raw material input—billet

- *Made up billet—bought by PMB from either PMS, PMBTU or arm's-length suppliers*
- *PMB own smelter—PMB creates own billet made up of following components*
 - *ingot from PMBTU*
 - *PMB own scrap*
 - *scrap PMB buys from unrelated parties such as other mills, smelters, and second hand used aluminium such as from doors and windows*
 - *other built components such as chemicals and particular metals*

Presses

Billet heated and forced under hydraulic pressure through a die to create the profile. Cut to specified length. Resulting section classed as "mill finish" and may go straight to packing if no finishing or fabrication

Finishing if progressing past mill finish

- *Anodising—passing through electrically charged bath containing desired colour or finish to permanently colour the section*
- *Powder coating—painting using powder base paint*

Fabrication—drilling or further working on profile. PMB undertakes minimal fabrication

Packing

- *Domestic sales—sections individually wrapped and labelled for, primarily, sale by retailers—PMB is most common customers*
- *Export sales to PMAA—sections individually wrapped and placed in timber boxes*

2. Are any of your suppliers related to your company (regardless of whether it is relevant to the manufacture of the goods)? If yes, please provide details including the product or services supplied by the related company.

Yes

PMB buys billet /ingot from its related smelters:

*Press Metal Sarawak Sdn Bhd (PMS)
Press Metal Bintulu Sdn Bhd (PMBTU)*

As set out in G-7 4

G-2. Cost accounting practices

1. Is your company's cost accounting system based on actual or standard costs (budgeted)?

Actual costs

Cost ultimately based on actual cost rather than standard costs. Initially as extrusions passed through costing process, PMB is SAP accounting system shows standard costs. At the same time, the SAP records actual quantities and actual costs input at each cost centre. Then, at the end of particular accounting periods, actual cost compared with standard costs and variance adjustment passed through so that financial accounts at the end of the period reflect actual costs

2. If your company uses standard costs:

- (a) Were standard costs used as the basis of actual costs in your responses G-3.1 & G-5.1?
- (b) Have all variances (i.e. differences between standard and actual production costs) been allocated to the goods?
- (c) How were those variances allocated?
- (d) Provide details of any significant or unusual cost variances that occurred during the period.

3. Do you have different cost centres in your company's cost accounting system? If yes, list the cost centres, provide a description of each cost centre and the allocation methodology used in your accounting system.

No

PUBLIC RECORD

4. To what level of product specificity (models, grades etc.) does your company's cost accounting system normally record production costs?

PMB goes no further in specificity than alloy type and finish type. As reflected in its CTM. Then, PMB allocates the costs by weight for the particular extrusion

5. Are there any costs for management accounting purposes valued differently to financial accounting purposes? If yes, provide details of the differences.

No

6. Has your company engaged in any start-up operations in relation to the goods? If yes:

No

- (a) Describe in detail the start-up operation giving dates (actual or projected) of each stage of the start-up operation.
(b) State the total cost of the start-up operation and the way that your company has treated the costs of the start-up operation in its accounting records.

7. What is the method of valuation for raw material, work-in-process, and finished goods inventories (e.g. last in first out –LIFO, first in first out- FIFO, weighted average)?

FIFO

8. What are the valuation methods for damaged or sub-standard goods generated at the various stages of production?

*Mostly only aluminium
Current LME metal price by weight*

9. What are the valuation methods for scrap, by products, or joint products?

*Mostly only aluminium
Current LME metal price by weight*

10. Are any management fees/corporate allocations charged to your company by your parent or related company? If yes, provide details

No

G-3 Cost to make on domestic market

1. Complete the worksheet named "G-3 Domestic CTM".
 - This worksheet lists the quarterly cost to make the domestic models of like goods by MCC manufactured within the period, even if they are models not exported to Australia.
 - The costs must be based on actual cost of production (i.e. not standard costs or cost of goods sold) for each MCC.
 - If any imputation tax (e.g. value-added tax) is payable on the purchase of goods or services to manufacture like goods, report the costs excluding the imputation tax. All other taxes payable (e.g. import duty) must be included as 'other costs' if not already included, for example, under material costs.
 - You must provide this list in electronic format using the template provided.
 - If you have used formulas to complete this worksheet, these formulas must be retained.
 - If you have claimed in in B-1.8 and/or D-1.7 that the date of sale is one other than the invoice date, then provide the cost for the quarters that all domestic sales are made within your claimed date of sale, even if doing so means that such cost data predates the commencement of the period.
2. Provide a table listing the source of the data for each column of the "G-3 Domestic CTM" listing.

For this questionnaire, for accuracy PMB prepared detailed (4) quarterly "Expenses Detail Q...2019".xlsx workbooks which reference to that CTM data

"Expenses Detail Q4 2019.xlsx" referred to above contains the 4th quarter data

G-4 Selling, General & Administration expenses

1. Complete the worksheet named "G-4.1 SG&A listing".
 - This worksheet lists all selling, general and administration expenses by account code for the most recent accounting period and the period.
 - You must provide this list in electronic format using the template provided.
 - If you have used formulas to complete this worksheet, these formulas must be retained.
2. Complete the worksheet named "G-4.2 Domestic SG&A calculation".
 - This worksheet calculates the unit domestic SG&A for each MCC.
 - You must provide this list in electronic format using the template provided.
 - Please use the formulas provided.

G-5 Cost to make the goods exported to Australia

1. Complete the worksheet named "G-5 Australian CTM".
 - This worksheet lists the quarterly cost to make the Australian models of the goods under consideration by MCC manufactured within the period.
 - The costs must be based on actual cost of production (i.e. not standard costs or cost of goods sold) for each MCC.
 - If any imputation tax (e.g. value-added tax) is payable on the purchase of goods or services to manufacture the goods, report the costs excluding the imputation tax. All other taxes payable (e.g. import duty) must be included as 'other costs' if not already included, for example, under material costs.
 - You must provide this list in electronic format using the template provided.

PUBLIC RECORD

- If you have used formulas to complete this worksheet, these formulas must be retained.
 - If you have claimed in B-1.8 that the date of sale is one other than the invoice date, then provide the cost for the quarters that all Australian sales are made within your claimed date of sale, even if doing so means that such cost data predates the commencement of the period.
2. Provide a table listing the source of the data for each column of the "G-5 Australian CTM" listing.

For this questionnaire, for accuracy PMB prepared detailed (4) quarterly "Expenses Detail Q...2019".xlsx workbooks which reference to that CTM data

"Expenses Detail Q4 2019.xlsx" referred to above contains the 4th quarter data

G-6 Cost allocation methodology

1. What is the allocation methodology used to complete in G-3 domestic CTM and G-5 Australian CTM for:

- (a) Raw materials

Actual purchase price

PMB calculates costs monthly but because of lead times, particularly with export extrusions, more realistic to provide quarterly costs to avoid spikes caused by, primarily LME changes. Customers ordering may buy at LME fixed in relation to dates with limited connection to LME price of the metal that goes into their production. E.g. customer may have their price fixed by LME at purchase order date but production many months later may use metal with LME determined many months later – substantially different

- (b) Labour

Actual costs incurred

- (c) Manufacturing overheads

Actual costs incurred

2. Select the domestic model (export model if you have no domestic production of like goods) with the largest production volume over the period and provide worksheets demonstrating the allocation methodology described in G-6.1 from your normal cost accounting system to the cost for that model reported in G-3.1.

G-7 Major raw material costs

1. What are the major raw materials used in the manufacture of the goods?

Set out in G-7 4

2. Are any raw materials, e.g. aluminium billet used to produce aluminium extrusions, sourced as part of an integrated production process or from a subsidiary company which your company exercise control? If yes, complete the worksheet named "G-7.2 Raw material CTM" to report the production costs of these raw materials.

Yes

- This worksheet lists the quarterly cost to make the raw material manufactured within the period.
 - The costs must be based on actual cost of production (i.e. not standard costs or cost of goods sold).
 - If any imputation tax (e.g. value-added tax) is payable on the purchase of goods or services to manufacture the raw material, report the costs excluding the imputation tax. All other taxes payable (e.g. import duty) must be included as 'other costs' if not already included, for example, under material costs.
 - You must provide this list in electronic format using the template provided.
 - If you have used formulas to complete this worksheet, these formulas must be retained.
3. Using the domestic cost data in "G-3 Domestic CTM" (use "G-5 Australian CTM" if you have no domestic production of like goods), calculate the weighted average percentage of each raw material cost (listed in G-7.1) as a proportion of total cost to make.
 4. For each raw material identified in G-7.3, e.g. aluminium billet, and powder (in the case of powder coated extrusions), and purchases of *scrap aluminium*, *aluminium ingot* and other raw materials which individually account for 10% or more of the total cost to make, complete the worksheet named "G-7.4 Raw material purchases"
 - This worksheet lists all raw material purchases (i.e. transaction by transaction) purchased by your company within the period.
 - You must provide this list in electronic format using the template provided.
 - If you have used formulas to complete this worksheet, these formulas must be retained.
 5. Provide a table listing the source of the data for each column of the "G-7.4 Raw material purchases" listing.

*Country of manufacture, related party, supplier manufacturer?,
Manufacturer related—input by PMB export sales staff with
customer knowledge dealing with these purchases daily*

*Raw material type, raw material description, Raw material
supplier, invoice number, date of invoice, quantity, purchase
price, goods receiving date—downloaded from PMB SAP database
general ledger accounts:*

*18024
18216
18025
18026*

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14102 Account Payable

*To fully answer column H, the following suppliers related to PMB:
Press Metal Sarawak Sdn Bhd
Press Metal Bintulu Sdn Bhd*

*Some other scrap suppliers have ownership related to PMB
directors/directors family members*

6. For each raw material:

- (a) Select the two largest invoices by value and provide the commercial invoice and proof of payment.

G-7 6

- (b) Reconcile the total value listed in "G-7.4 Raw material purchases" listing to relevant purchase ledgers or trial balances in your accounting system. Provide copies of all documents used to demonstrate the reconciliation.

G-7 6

7. Are any of the suppliers in "G-7.4 Raw material purchases" listing related to your company? If yes, please provide details on how the price is set.

Yes

PMB buys billet /ingot from its related smelters:

*Press Metal Sarawak Sdn Bhd
Press Metal Bintulu Sdn Bhd*

As set out in G-7 4

Price based on LME plus a competitive commercial margin

G-8 Reconciliation of cost to make to audited financial statements

1. Please complete the worksheet named "G-8 Upwards costs" to demonstrate that the cost listings in G-3 and G-5 are complete.
 - You must provide this list in electronic format using the template provided.
 - Please use the currency that your accounts are kept in.
 - If you have used formulas to complete this worksheet, these formulas must be retained.
2. Please provide any documents, other than those in A-4, G-3 and G-5, required to complete the "G-8 Upwards costs" worksheet.

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3. For any amount that is hard coded (i.e. not a formula), please cross-reference by providing:
 - the name of the source document, including the relevant page number, in column D of the worksheet; and
 - highlight or annotate the amount shown in the source document.

"SAP Sale Invoice Report.xlsx"

"Expenses Detail Q...2019.xlsx"

G-9 Capacity Utilisation

4. Please complete the worksheet named "G-9 Capacity Utilisation".
 - You must provide this list in electronic format using the template provided.
 - If you have used formulas to complete this worksheet, these formulas must be retained.

EXPORTER'S DECLARATION

I hereby declare that *Press Metal Berhad* (company) has completed the attached questionnaire for the purpose of;

(Please tick both or either of the following)

Anti-Dumping Investigation No.540 (mill finish)

Anti-Dumping Investigation No.541 (surface finished)

and, having made due inquiry, certify that the information contained in this submission is complete and correct to the best of my knowledge and belief.

Name *Geoffrey Cantelo*



Signature

Position in

Company *Advisor*

Date ~~6 May 2020~~
20 May 2020

APPENDIX GLOSSARY OF TERMS

This glossary is intended to provide you with a basic understanding of technical terms that appear in the questionnaire.

Adjustments

To enable a fair comparison between the export price and the normal value Australian legislation provides for the adjustment of the domestic price paid for like goods. Adjustments are made to account for sales occurring at different times, specification differences, and differences in the terms or circumstances of the sales. The adjustment to the normal value may be upward or downward. Areas where you believe an adjustment is necessary should be identified. Section E of the questionnaire refers.

Examples of adjustments that may be made include: *sales occurring at different times* (it is sometimes necessary to compare domestic and export sales made at different times - in these circumstances an adjustment may be made to reflect price movements during that time); *specification differences; packaging; taxes; level of trade; advertising; servicing/warranty; inland freight; warehousing; export charges; credit terms; duty drawback; commissions.*

Adjustments may also be required where the normal value is based on costs to make and sell.

Arms length

Sales are not considered to be at "arms length" on your domestic market if there is any consideration payable for the goods other than their price, or there is an association between the buyer and the seller which affects the price, or there will be a reimbursement, compensation or benefit for, or in respect of, the price.

Constructed value

In cases where prices paid for like goods sold in the country of export cannot be used for the determination of normal value, i.e. when there are no or insufficient sales or where such sales were not made in the ordinary course of trade, normal value may be based on a constructed value. Constructed value is calculated on the basis of the cost of production of the goods under consideration plus a reasonable amount for selling, general and administration costs, and for profits, that are associated with sales on the domestic market of the country of export.

Cost of production/manufacturing

The cost of production or manufacture consists of all manufacturing costs associated with the goods. It is the sum of direct materials, direct labour and factory overheads.

Cost to make and sell

The cost to make and sell is the sum of the cost of production or manufacture, and the selling, general and administration costs associated with the sale of those goods.

Country of origin

The country in which the last significant process in the manufacture or production of the goods was performed.

Date of sale

The Commission will normally use the invoice date as recorded in the exporter or producer's records. Another date may be used if this better reflects the material terms of sale. The questionnaire directs attention to matching data sets of domestic and export sales where some other date is used, as well as matching cost information.

Direct labour cost

Direct labour is categorised as a variable cost, i.e. the value varies with the level of production.

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Dumping

Dumping occurs when the products of one country are exported to another country at a price less than their normal value.

Dumping margin

Where the export price is less than the normal value the dumping margin is the amount of the difference. It can be expressed as a value or as a percentage of the export price.

Export price

The export price of the goods is usually the price paid or payable to the exporter in arms length transactions, in most instances calculated at the Free on Board (FOB) level.

Exporting country

The country of export is normally the country of origin from which the goods are shipped. The country of export may be an intermediate country, except where the products are merely transhipped through that country, or the products concerned are not produced in that country, and there is no comparable price in that country.

Factory overheads

Factory overheads consist of variable costs e.g. power, supplies, indirect labour and fixed costs e.g. factory rent, factory insurance, factory depreciation etc.

Goods under consideration (the goods)

The goods to which the application for anti-dumping actions covered by *Anti-Dumping Investigations 540 and 541* relate. That is, the goods covered by *Anti-Dumping Investigations 540 and 541* that you have exported to Australia allegedly at dumped prices.

Incoterms

The following abbreviations are commonly used (comment is provided concerning costs that are normally borne by the seller):

EXW	ex works (the seller's minimum obligation as costs relate to goods being made available at the sellers premises)
FCA	free carrier (main carriage not paid by seller. Pay costs until such time that the goods have been delivered at the named point into custody of a carrier named by the seller. Customs formalities, taxes etc. paid if required)
FAS	free alongside ship (main carriage not paid by seller. Deliver the goods alongside the ship)
FOB	free on board (main carriage not paid by seller. Deliver the goods on board, provide export clearance if required, pay loading costs to the point the goods have passed the ship's rail, pay customs formalities, taxes etc. payable upon exportation)
CFR	cost and freight (main carriage paid by seller. Pay all costs until delivered as well as freight, loading and unloading, pay customs formalities, taxes etc. payable upon exportation)
CIF	cost, insurance and freight (main carriage paid by seller. Pay all costs as under CFR as well as marine insurance)
CPT	the terms CFR and CIF are only used where goods are carried by sea or waterway transport
CIP	carriage paid to carriage and insurance paid to the terms CPT and CIP are used as alternatives to CFR and CIF where the goods are carried by air, road, rail etc.
DAF	delivered at frontier (goods carried by rail or road and cleared for export at the named place at the frontier. Pay costs until delivered at the frontier plus any discharge costs incurred to place the goods at the customer's disposal)
DES	delivered ex ship (goods made available to the buyer on board the ship uncleared for import at the named port of destination. Pay all costs incurred in placed at the disposal of the buyer, pay customs formalities, taxes etc. payable upon exportation, and where necessary for transit

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	through another country)
DDU	delivered duty unpaid (Pay all costs for carriage to the agreed point, pay customs formalities, taxes etc. payable upon exportation, and where necessary for transit through another country)
DDP	delivered duty paid (goods made available at the named place in the country of importation – all risks and costs being incurred by the seller including duties, taxes etc. incurred upon importation)

The period

A period defined by the Commission over which importations of the goods are examined.

Like goods

Like goods are goods sold on the domestic market of the country of export (or to a third country) that are identical in all respects to the goods (that is the goods relevant to **Anti-Dumping Investigations No.540 and 541**) or that, although not alike in all respects have characteristics closely resembling those of the goods. The term 'like goods' also refers to the goods produced by the Australian industry allegedly being injured by dumped imports.

Normal value

Australian legislation sets out several ways to assess "normal value".

The preferred method is to use the price paid for like goods sold for domestic consumption in the country of export. Usually, these sales are made by you, but there may be circumstances where it is appropriate to use sales made by other sellers on the domestic market.

Sale prices must be at arms length and in the ordinary course of trade. In the absence of relevant or suitable domestic sales, the normal value may be determined by constructing a price based on all costs to make and sell the goods, and an amount for profit. Alternatively the normal value may be ascertained using the price paid for like goods sold in the ordinary course of trade at arms length to customers in a country other than Australia, however this option is rarely used.

Finally, when a normal value cannot be ascertained by any of the above methods, or if no information is provided, the Commission will determine the normal value by considering all the relevant information, including the applicant's information. This allows the applicant's information to be used where sufficient information has not been furnished or is not available.

Where domestic price generally, and the trade of the exporting country are determined or substantially influenced by the government of the exporting country, an alternative/surrogate market economy is selected by the Commission and the normal value is determined as if the surrogate country were the export source.

Ordinary course of trade

Testing for "ordinary course of trade" includes a comparison of the selling price and the unit cost to make and sell for the same period. If sales in respect of a substantial quantity of goods over an extended period of time, usually 12 months, do not recover all costs and these losses are not likely to be recovered within a reasonable period of time, (again usually 12 months) then the sales are regarded as being not in the ordinary course of trade.

There may be circumstances where it is appropriate to use a period other than 12 months in assessing whether sales are in the ordinary course of trade.

Unprofitable sales are to be taken to have occurred in substantial quantities during an extended period where the unprofitable sales amount to 20% or more of the total volume of sales of the goods by the exporter over the period. An extended period of time is usually taken to be a period not less than 12 months. Where unprofitable sales are rejected, normal value is based upon remaining profitable sales provided they occur in sufficient number. Where all sales have been made at a loss, or profitable sales are insufficient, the normal value may be constructed from costs to make and sell.

Selling, general and administration expenses (SG&A)

The selling, general and administration expenses includes all selling, distribution, general and administration

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expenses including finance costs that would be incurred if the goods were sold for domestic consumption in the country of export. The amounts are determined in each case using all the available information and may include expenses incurred in:

- . domestic sales of like goods;
- . sale of goods of the same general category by the exporter; or
- . sales in the industry in the country of export.

The expenses must, however, reflect the selling, general and administration costs of the goods. Administrative and selling expenses include: director's fees, management salaries and benefits, office salaries and benefits, office supplies, insurance, promotion, entertainment, depreciation and corporate overheads.